

a bit of L.B.T.

SUMMER 2007



Welcome to the Lloyds British later Summer Newsletter.



We continue to make significant investments in facilities and capital equipment at our two manufacturing sites, Swansea and Newcastle. Our investment is being driven by our healthy order book. I am pleased to report that our Somers export orders are at a record high and we currently sit with in excess of £4m of live overseas enquiries. This is a tremendous turnaround from where Somers was in 2004 – well done to Steve Reece, Jim Lennon and the rest of the Somers team. We believe that this overseas trend will continue

in the foreseeable future due to the ongoing global demand for Steel.

Our most exciting news though is our expansion into the Middle East. We have agreed a joint venture partnership with Kanoo Group (www.kanoo-group.com) – Kanoo being our old partners in Saudi Arabia in the early 1990s. Prospects for this region are very exciting with the construction sector in Dubai alone utilising over one third of the world's tower cranes.

Barry Mercer has accepted the position of General Manager and Middle East Director and it is anticipated that Barry and his wife Tricia will move out in September 2007 to take up his new position.

It is our intention in the short term to operate 3 regional offices by the end of this year (Dubai, Abu Dhabi and Damman – Saudi Arabia) – Exciting times ahead for all those involved!

We welcomed Kevin Croker back to the business last Autumn and Kevin has now comfortably fitted back into the Management team (has he ever been away ?)

We continue to grow both organically and through acquisition and currently have two overseas targets that we are in discussions with and at least one within the UK. I am hopeful that at least some of these will be completed this year.

In closing, may I take this opportunity to thank our loyal customers and staff for their continued support in the growth and development of our business – without you we would not be able to achieve the successes we have.

Wishing you all a “dry” Autumn!

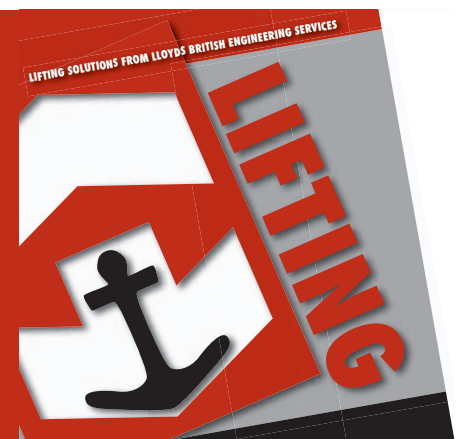
With very best wishes

Ian White

Chief Executive Officer

COMING SOON New look Lifting Brochure

The new Lifting Brochure will now include information on Rota, Training and IPD as well as Engineering Services.





Message from –

Trevor Dale – Managing Director Engineering Services

With the half year approaching fast it's good to see our Sales and Profits in such good shape.

Over the last 5 months we have been strengthening our Branches with new people employed to take on the daily challenge and ever increasing demands of our customers.

During the period we have secured new Inspection and Maintenance Contracts to add to our ever-growing Contract Base, from which new business is being generated daily for the local Branches.

We are in the final stages of negotiating existing and new Contracts that will secure future opportunities for the whole of the Company over the next 5 years, giving great satisfaction to all that are involved.

My thanks to you all and I look forward to a successful second half of the year.

Trevor

Kevin Croker – Group Operations Director

Believe it or not I have been back in the fold for almost one full year now, time goes so quickly!

Having had the time now to travel around all of our Branches up and down the UK, several times, and meet some old, and many new friends and work colleagues, it is plain to see why we have so many loyal and satisfied Customers. However, we must never be complacent and ensure that every time a Customer comes into contact with Lloyds British, in any way shape or form, either in person, through Branch visits, on the phone, via email or the website, we take the opportunity to further enhance our reputation through presentation and service give them.

Operationally, the new IPD structure is now firmly in place with David Hulme at the helm. Since the last LBT newsletter we have two new additions to this team, Steve Brennan, National Sales Centre Manager and Darren Holmes, Southern Regional Sales Manager. We also have a very committed and experienced team in the Sales Centre at West Bromwich ensuring that quotations and orders are processed quickly and efficiently. The ipdirect2u site is also up, running and taking orders, thanks to everyone for their help in marketing the site and making our existing Customers, and potential new Customers aware of it.

Southampton also has a new look with Geoff Lamb taking over from Jim D'eath as

Engineering Services Manager and Steve Farrant coming in as his co-coordinator. I am sure that you will all join me in wishing all of the afore mentioned all the very best in their new careers with Lloyds British.

The North West Region, Wigan, Mexborough and Whitehaven, is making good progress on all fronts this year, as is the Southern Region, London and Southampton, and I am sure that they will continue to build on this throughout the rest of the year and beyond, well done to all concerned. Special well done also to Bob Mees, National Q.A. Manager for heading up our successful pursuit of the 14001 Environmental Accreditation which we achieved earlier in the year.

Big thanks also to Sarah and Helen for all of the fantastic work they have done, and continue to do, on the Marketing front, including our website, catalogues, mail shots and all of the other sales and promotional initiatives.

And finally, we have entered the 2007 UK Customer Service Excellence Awards, sponsored by the Sunday Times, Pipex and the Customer Service Network, to benchmark ourselves against the very best in the business. We will keep you posted as to our progress, finalists will be announced by the end of July.

My thanks to everyone for your continued support and effort and for making my first year back in the Lloyds British team so enjoyable, see you all soon.

Kevin

QA and Environmental News

As you are all well aware the company achieved the Environmental Standard

ISO 14001:2004 in March this year. This now completes all three standards and I wish to thank Swansea depot in particular for all of their help and support during the auditing period. We now have had our first re-assessment audit covering all three standards. This was at the Imperial War Museum at RAF Duxford and was carried out by our Site Engineer Brian Smith.

Mr Mervin Parker of EAQA said " Throughout the visit the knowledge and skills of the engineer were very apparent.....From the brief meeting with the client's representative it was obvious that a high level of satisfaction was achieved...".

There will be three further audits this year at Wigan, Newcastle and Head Office.

I would like to emphasise the importance of the accreditations we hold; As market leaders we constantly strive to be at the forefront of market innovation and we can use these as a selling tool not only for new business, but also as a commitment to our existing customers.

Looking ahead we are pushing on to try and achieve the ISO 17020 - Inspection Certification for lifting. This again will be advantageous to many forthcoming Tenders.

Bob Mees
QA and Environmental Manager
Health and Safety Advisor



Lloyds British Training Services

As 2006 came to a close, the Training Division could reflect back on the second best year of trading in their history (just down from 2005's figures).

In a last quarter typified by a slowdown in manufacturing, our Training business outperformed the competition and opened up more new accounts than at any time previously.

One of the reasons for the positive performance was due to the increased field visit campaign by Steve and some of the Trainers.

As always, in a new year, expectation gets higher, and 2007 started off really well with the best ever January performance followed by very encouraging February and March figures.

However, there was a downside, and several long established companies fell by the wayside

(M.Real Sittingbourne, H.P, Hewits, and a new prospect Ford at Leamington Spa).

The end of the first quarter saw again a significant slowdown which impacted in April and May, however even disappointing times have their successes, and the advent of the new website started to bring in new client interest, especially from overseas.

It was at this time that the selling strategy was reviewed to recognize that Telephone Selling is the right tool to look after existing accounts but limited to bringing in new business, and a review was made of the selling process.

New markets are always featuring in the remit of the business and overseas development is planned for 2008, building on the Middle east experience of Steve and some of the Trainers

who have worked there before in the old Kone days. The potential for trade in the Middle East is considered to be equal to that of the home market in the UK.

Also being considered is broadening the remit of Lloyds British Training here in the UK, enabling it to move into new products and services which will enable the Training Division to offer courses such as selling and negotiating skills.

All in all, an exciting and challenging time for Training, with a great history and a great future for 2007 and beyond.

Steve Downing

IT Update

The Rollercoaster Continues ...

It has been a very exciting and busy year in the IT department so far, with no plans of a slowing down.

Some of the 'fun' began back in 2005 when we started to look for a new computer system to replace Result. By March 2006 we had decided upon a Sage system from Coleshil based CPIO and in April we began the project which is one of the biggest IT/business changes in recent years.

Then, in December, Denice Layton (now Denice Soper) joined us, and helped keep the IT department running whilst I attended many a Sage project meeting.

The Big One!

After many a few false starts, we finally went live on Sage in May this year. We have experienced far less technical issues than anticipated, so thank you to everyone involved in implementation and testing. Sage 1000 is a great platform to build upon, and I'm sure everyone will see the benefits for many

years to come. Future Sage plans include implementing a Customer Relationship Management (CRM) module – which will enable us to understand our customers purchasing and track prospects, targeted marketing, and graphical snapshot reports called dashboards.

The Grand National

Many moons ago we started a project to provide our engineers with an advanced mobile inspection system to replace the current paper-based inspection reporting.

Unfortunately, after getting close to the finish line, the original company developing the software were unable to finish the project however since we commissioned a new local company Genus, to pick up the development the project is now near completion.

We have invested £10,000 to put the mobile communications infrastructure in place and this infrastructure allows our engineers to securely connect via their Internet connection at home and download and upload their inspection jobs.

Nemesis

With the Mobile Inspection project

nearing its final stages, with plans to rollout to one of our large contracts for full field-testing imminent. The future for this project includes many enhancements driven from engineering feedback. In addition, we plan to add to the systems capabilities with routines for pressure vessel and local exhaust ventilation (LEV) inspection processes.

This month we have also had a free upgrade of our Internet connectivity, which will help cope with future demands for remote access for engineers.

Forthcoming Attractions

We are continuing to develop our new systems and rollout new P.C's to replace the ageing ones and we also have a new project to synchronise all of the CAD drawings across all manufacturing sites and head office. We also have plans to add a disaster recovery site and upgrade our Microsoft Office software

We will also be looking to have an all new intranet so if you have any ideas or suggestions please contact Helen Mills.

Paul McCann



IPD

Following the sale of the hire division in 2005, IPD has faced an enormous challenge in recovering lost business whilst looking to develop new markets and new products. I am pleased to say that last year we managed to maintain our sales budget whilst continually reviewing the business and we have now put in place both a short term and long term strategy to expand the division.

Part of the long-term strategy was to re-structure the division so we could ensure that our Key Accounts were protected and developed. As well as our attempts to familiarise our customers and suppliers alike with the IPD team, I would also like to take this opportunity to properly introduce you to the team.

David Cottrell has worked for LBT for two years and has joined IPD from what was the Powered Access Division.

Darren Holmes has joined us from previously working for British Rope/Certex since he was a teenager.

Stephen Brennan has previously worked for British Gas and other notable household names such as Cannon as a Centre Operations Manager.

IPD have introduced new ideas and incentives to stimulate interest in the products whilst also

looking at new product development, reviewing existing products and our purchasing policy whilst maintaining a keen ear to what our existing customers expect of us.

We have also been implementing new and innovative ways of promoting the business, non more so than the launch of the E-commerce website which is aimed at the general market and also the smaller users.

IPD had 5000 'Online Cards' produced to highlight the website. The cards are being distributed through the National Sales Team, Engineers and Trainers as well as through mail-shots. You will also have noticed that each depot has an IPD receptacle containing both the Online Cards and the IPD brochures so that office staff and engineers can help spread the word! Should you need any further cards or brochures please contact Helen Mills at Head Office.

David Hulme
General Manager - IPD



Fly-sheet for despatches and mail-shots

www.ipdirect2u.com

To date our revolutionary E-commerce website has received a total of over £ 5000 from over 20 orders (with 7 being repeat customers) and has over 50 registrants.

Devon Fire and Rescue

Earlier this year we won an order to supply Devon Fire and Rescue with an air bag system, which is placed around the fire engine (High rise Type) for training exercises.

In order to protect the faller from the stabilizer legs, we came up with a similar idea as to pads, which are placed around the uprights on a rugby post. We now hope to show our other systems to

fire authorities and other users of these and other types of vehicles.

We have been working with Devon Fire and Rescue for the last two years to come up with a solution to their requirements after we first met them at the 2005 Safety and Health Expo where we have exhibited each year since.....



Safety and Health Expo 2007

For the third consecutive year we exhibited at the Safety and Health Expo held at the National Exhibition Centre 22nd-24th May 2007. The Exhibition, which attracts thousands of visitors from all over the world, was another huge success for Lloyds, with several orders and promising enquiries received already.

Jan Ekman, Director of Fallsafe (Portugal) was also there to give support to both Lloyds British and the exhibition visitors requirements for PPE

General Manager of IPD David Hulme said "It was not only a great show from our business perspective, but we also received numerous enquiries for all other divisions within the Lloyds British group.

It has been a real roller-coaster of a year so far with a record month for profit in April and we are confident that we can continue to build the Industrial Products business.

David Hulme
General Manager - IPD



DEPOT FOCUS



A first for the Swansea branch

Oliver Board is the first Lloyds British Apprentice to complete his 4 Year Training Programme since the new company was formed.

Oliver commenced his training with the Newport and District GRP Training Association in May 2003, and has now qualified as an Electro/Mechanical Service Engineer for the Rumney Crane Division based in Swansea.

Lloyds identified a skills shortage in the lifting equipment market in early 2000, and invested in a nationwide Apprentice Training Scheme to ensure continuity of quality engineers within their Engineering Division.

Lloyds are committed to a continuous Apprentice Training Programme.

Another satisfied customer





NEWS FROM THE BRANCHES... NEWS FROM THE BRANCHES... NEWS FROM THE BRANCHES...

Glasgow -

Everyone at Glasgow would like to congratulate Elaine Lynch, who has just completed the Glasgow women's 10K race on Sunday 13th May, this was to help disabled people and pensioners in her local area. Elaine has raised an impressive £200.00



Swansea

As of 12th August this year, I will have been continuously employed for a staggering 50 years!

At the end of this year, I will have been employed by Lloyds British for 20 years and have worked for 10 different bosses and seen many changes within the company. From August I will be reducing my hours to three days a week.

Robin

Lloyds Rota Are 'Streams Ahead'



A new lifting davit produced by Lloyds -Rota will revolutionise the way flow inducers and mixers are lifted throughout the water industry.

The 'Chain type RotaDavit' (Patent Pending) has been designed, manufactured installed and commissioned into service at Severn Trent Water - Ledbury STW by Lloyds - Rota division.

Its structure can be secured to existing steelwork or concrete and is fitted with its own integral chain hoist mechanism which is operated from the rear of the post.

The load chain, which is feed from the rear of the post is confined within the arm structure and passes over a set of rollers and through a stripping box at the end of the arm. This is designed to remove debris, which is present on the chain when a unit is lifted. The remaining load chain is stored in a collector/container bag, which is secured to the hoist unit.

The SWL of the unit can be anything up to a maximum of 700 kg. The reach of the lifting point is adjustable up to a distance of 1200mm and there is potential for very fine adjustments to be made on-site on the unit

Under full load the unit can be slewed through 360 degrees with minimal effort and all of the operation of the hoisting unit is carried out from the safe side of the hand-railing.

Head Office

Maureen Kerr's daughter Elizabeth has just returned from her trip around South America. Elizabeth took a year out from her job in recruitment to embark on her journey and managed to take some truly amazing photographs.



Mexborough - LBT 'undertake' another unusual job



Last month I was approached by Robert Morphet from Joseph A Hey & Son Ltd to see if I could test a very unusual item.....a coffin. Having discussed their proposal of Loading the coffin to 25 Stone and recording the datum's followed by a destruction test it was agreed we could accommodate their requirements. The loadings were given as if a large body was laid in their chapel of rest for up to Three Days, on trestles 9" from each end of the coffin.

On receipt of the coffin it was placed in the workshop on trestles and datum's taken. The coffin was loaded to 25 Stone and Datum's recorded over a four day period, the Datum's moved +/- 3mm with no permanent set. When the customer was informed he asked if we could increase the load to 30 Stone, which we did. Over the next four days the movement moved another +/- 2mm with no permanent set. We then loaded the coffin to destruction which was 130.6 Stone giving a FOS 5:1 which would result in a SWL 26 Stone. Reports and photographs were given to the customer who was highly delighted with the results. The coffin was made of recycled paper made in a honeycomb structure with a veneer to give an authentic finish. The customer is going to put the results on their Web site with reports available on request. The work was carried out by myself in Mexborough workshop using free issue trestles and our own calibrated hand weights.

Mick Gill

West Bromwich

Lloyds renovate 'Stairway to Heaven'.

Birmingham Conservation Trust contacted LBT to take a look at the dumb waiter (lift) at Newman Brothers Coffin Furniture Manufactory. The building, in Birmingham's Jewellery Quarter has been derelict since 1998 leaving behind machinery tools, dies, stamps, hand presses and stock which all are still in situ.



It has now been taken over by Birmingham City Council and the English Heritage with a view to turning this Grade 2 listed building into a museum and offices.

Lloyds Inspected the dumb waiter where the lifting rope was found to be not fit for use and so a new rope was fitted.

Now, all of the machinery, shrouds and metal accessories in the building can be safely removed from the premises enabling the renovation to commence.



Lloyds British 'Teach' Competitors About The 'Art' of Diversity

West Bromwich Site Services came to the aid of Birchensale Middle School to support their arts project. Pupils designed a number of templates based on African grasses that were then cut from steel plate. Mettis Aerospace (our customer) supplied workspace, materials and skilled labour to complete the fabrications.

West Bromwich Site Services were approached as no local company could galvanise the artwork due to size and fragile structure. On completion of the work pupils made insects from copper sheet with enamelled coatings to be placed on the 3 metre high African Steel Grasses. The school gardening club planted around the base to complete the artwork that was shown at the Malvern Spring Garden Show in 2007 and Voices + Visions show at Worcester Cathedral Cloisters (pictured above).

The artwork will have a permanent home in the school garden for many years to come.

In Memory of Brian Atwood

Brian Attwood worked for Lloyds British for a combination of almost 30 years, until he retired in September 2004. Brian made many friends during his time at Lloyds and was in close contact with many of them after he had left. Sadly, Brian passed away on June 5th aged 68. Bob McFarlane in particular spent many years working closely with Brian and will miss him immensely. Lloyds British pass on their regards to wife Eunice and family.



LONG SERVICE AWARDS

A number of you were presented with their Long Service Awards at the end of last year. Well done and thank you. Here's to many more years at Lloyds!

5 Years

Dawn Ward	–	Head Office
Jim Lennon	–	Newcastle
Martin Johnson	–	Southampton
Stuart Rogers	–	West Bromwich
Yvonne Reeves	–	Head Office
Ingrid Lindon	–	Training
Dave Stocker	–	West Bromwich
Elaine Lynch	–	Glasgow
Jim Lewis	–	Training
Robert McGachie	–	Glasgow
Jim Watt	–	Head Office
Rachel Sercombe	–	Newcastle
Julie Steadman	–	Head Office
Chris Vaughan	–	Training

10 Years

Paul Price	–	West Bromwich (Central Stores)
Les Pearson	–	Wigan

15 Years

Colin Talbot	–	Head Office
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20 Years

Steve Hodgson	–	Whitehaven
Mick Gill	–	Mexborough
John Mitchel	–	National Lifts

30 Years

John Glynn	–	Newcastle
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Paul Price/David Hulme

Bob Mac tries to claim

overtime



Ian White and Barry Mercer spotted a very familiar looking character whilst on a business trip to Dubai

Giving to others

In May, Ken Garland (National Grid Contract Inspector) spent a week at the Anthony Nolan trust in London being poked and prodded and drained of bodily fluids in order to donate stem cells to help save a life. Ken is a very benevolent person who regularly donates to the Addenbrookes hospital baby blood unit amongst other things. On behalf of Lloyds British, may we commend Ken on his generosity and selflessness.



NEWS FROM THE BRANCHES... NEWS FROM THE BRANCHES... NEWS FROM THE BRANCHES...

“Happy Birthday to.....”



Maureen, was sexy at 60 as of January 29th



Julie Steadman, Purchase Ledger celebrated her 40th Birthday March 6th

Jan Timmins had a surprise party thrown for her 50th birthday March 13th



Carol Garton also turned 60 on June 8th and went on holiday to Vendee in France with her three children to celebrate.



Melanie Asson also celebrated her 40th Birthday June 21st

BABY BOOM



Claire John (Swansea) and her partner Nick gave birth to a beautiful baby girl on May 1st. Connie May arrived weighing a healthy 7lbs 7.5oz



Congratulations to Alan Meacham and his wife Christine who gave birth to a lovely baby boy named Edward William on the 6th June 2007 weighing 6lb 11oz. Mother and baby doing fine.



Stephen Brennan and wife Fionnuala are now proud parents to Sean Patrick who was born 10 days late on July 6th and weighed an impressive 8lb 7oz - Congratulations!



Congratulations to Engineer Jamie Perrott and his wife Lisa who gave birth to a lovely baby boy named Kyle on the 16th June 2007 weighing 9lb 3.5oz. All the family doing fine and Nanny Pam who also works in site services is thrilled with the new arrival.

WEDDINGS



‘ALL WAS BRIGHT WHEN I.T SAY ‘I DO’

Paul McCann and Denise Layton were wed this Summer.....don't look so shocked, it was to their partners not each other.



Denise Layton became Mrs Denise Soper on May 25th at Rowton Castle Hotel near Shrewsbury. Denise and hubby Chris went to Cuba for their honeymoon.



James Bright made an honest woman out of Claire when they got married June 2nd at Langeley Castle in Northumberland and were joined by 160 guests. James and Claire Honeymooned in Kenya and Zanzibar



Paul McCann and Emily got married in Middlesbrough on June 30th and even the rain failed to spoil the day for the happy couple. Paul and Emily enjoyed their honeymoon in the Lake District

ENGAGEMENTS

The wedding bells may also be ringing for David Hulme and long suffering partner Sue.....if she is mad enough! David popped the question in May Watch this Space!